



REQUEST FOR PROPOSALS

DATE OF ISSUE: June 28, 2021

TO: Potential Providers of Services

RE: **Request for Proposals (“RFP”) to Create, Implement, and Evaluate a Racial Equity Strategic Plan to Transform the Homeless Service Delivery Systems Across Michigan Through a Racial Equity Lens**

Quick Reference

	Date	Time
Deadline to submit questions about this RFP:	July 12, 2021	4 PM Eastern (Detroit, MI)
Anticipated date Authority will post answers to questions:	July 14, 2021	
Proposal deadline:	July 26, 2021	4 PM Eastern (Detroit, MI)
Anticipated contract begin date:	September/October 2021	

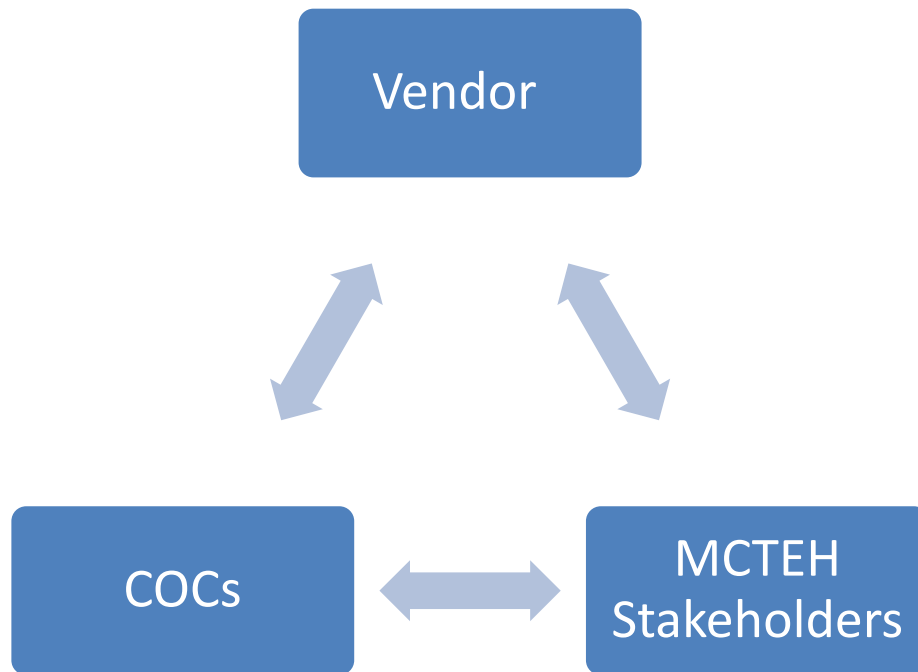
I. Services Sought by Authority

The Michigan State Housing Development Authority ("Authority") is seeking an organization(s) authorized to do business in Michigan to work with Michigan's Campaign to End Homelessness (MCTEH) to create a Racial Equity Strategic Plan that will transform the homeless service delivery system, as well as the structures of the MCTEH, through a racial equity lens. We are seeking a vendor who can create and then implement this Racial Equity Strategic Plan.

While Michigan law allows for specific bid preferences only (see page 6); womyn-owned, BIPOC-owned, and small businesses authorized to conduct business in the State of Michigan are encouraged to submit proposals.

There is a maximum of \$550,000 available. This funding is available through August 31, 2022, although an extension can be offered if needed to complete the project.

We are anticipating that there will be an ongoing feedback loop between the vendor, Continua of Care/Local Planning Bodies, and Michigan Campaign to End Homelessness stakeholders throughout the process of creating and implementing the Racial Equity Strategic Plan.



At a minimum, the Racial Equity Strategic Plan should encompass the following priorities:

1. Provide ways for communities already engaged in making their service delivery systems more just and equitable from a racial equity lens to move this work forward, share resources with peers, and allow for them to broadcast their learning to other members of the MCTEH.
2. Provide a foundation for communities who have not yet begun to address racial disparities within their service delivery systems.
3. Provide the Michigan Interagency Council on Homelessness and the Michigan Homeless Policy Council with an understanding of how to transform the systems and structures they have in place to make them more just and racially equitable.
4. Provide funders affiliated with the MCTEH with an understanding of how they can advance racial equity work happening within this sphere and support it moving forward.
5. Provide guidance about how the MCTEH leadership can support this work.
6. Any other priorities that are identified and co-developed by the vendor(s) and the MCTEH stakeholders.

II. Contents of this RFP

- Overview of services sought, tasks and activities (“Scope of Work”)
- Exhibit A – Notices to Bidders
- Exhibit B – Submission & Selection
- Exhibit C – Proposal Format
- Exhibit D – Project Personnel Form

III. Overview

Catastrophic and culturally traumatic events, from slavery to legal segregation, have led to the systematic denial of access and equal rights for Black Americans. While many of these events are regarded as historic, the longstanding effects of past and present discrimination perpetuate disparities in housing, criminal justice, child welfare, health and other sectors. Many of these disparities directly contribute to Blacks experiencing higher rates of homelessness than all other populations.

Unfortunately, Blacks are not the only over-represented racial group in the homeless population. Due to many of the same discriminatory practices, Native Americans are also at higher risk for experiencing homelessness. Current and historical trauma among indigenous people – including displacement, genocide, forced assimilation, and culture/language suppression – factor into the prevalence and risk of homelessness.

Chronic cultural trauma can result in widespread survivor guilt, depression, psychic numbing, fixation to trauma, low self-esteem, victim identity, anger, self-destructive behavior, substance abuse, and internalized oppression (Brave Heart, 2005)¹.

According to the Corporation for Supportive Housing's Racial Disparity and Disproportionality Index²:

- **Black/African American families are 3 times more likely to have child welfare involvement than all other populations**
- **Black/African American adults are 7.2 times more likely to be incarcerated than all other populations**
- **Black/African American transition-aged-youth are 6.3 times more likely to be involved in the juvenile justice system than all other populations**
- **Black families are 7.7 times more likely to experience homelessness than all other populations**
- **Native American/Native Alaskan adults are 2.4 times more likely to experience chronic homelessness than all other populations**
- **Native American/Native Alaskan families are 2.2 times more likely to experience homelessness than all other populations**
- **Native American/Native Alaskan individuals are 2.4 times more likely to experience non-chronic homelessness than all other groups**
- **Native American/Native Alaskan unaccompanied transition-aged youth are 2.4 times more likely to experience homelessness than all other groups**

According to the Michigan Homeless Management Information System (HMIS) data, Blacks make up 52% of the homeless population while accounting for only 14% of the overall population. This is 12% higher than what the Department of Housing and Urban Development is seeing. According to the 2019 Annual Homelessness Assessment Report (AHAR) 40% of the homeless population nationally were Black. Similarly, Native American/Native Alaskans make up

1. Brave Heart, M. (2005, May 23). From Intergenerational Trauma to Intergenerational Healing. Wellbriety! White Bison's Online Magazine (6)6. Retrieved from <http://www.whitebison.org/magazine/2005/volume6/wellbriety!vol6no6.pdf>.

2. <https://www.csh.org/supportive-housing-101/data/>

0.7% of the overall population in Michigan yet account for 2% of the homeless population. It should be noted that we are aware that homelessness has a disproportionate impact on other racial and ethnic groups but we do not have the same level of data for those groups at the state level as we do for Native Americans and Blacks.

Given this context, the Authority is seeking a firm(s) to work with the MCTEH to create and implement a Racial Equity Strategic Plan to transform homeless service delivery systems statewide, as well as the structures of the MCTEH itself, through a racial equity lens. As part of the process of creating the strategic plan we would like the vendor to conduct an assessment of the homeless and housing service providers across the state and use this information to create the strategic plan. Furthermore, the engagement process should address all regions of the state. Given the current limitations on in-person gatherings we expect the majority of this work would be done remotely. Vendors are strongly encouraged to use a participatory research approach throughout the creation and implementation of the Racial Equity strategic plan. Lastly, vendors should consider using a wide range of quantitative and qualitative data sources such as surveys, HMIS, Census, Stella P, focus groups, and community conversations.

IV. Objectives, Tasks, & Activities

A. General Objectives.

At a minimum, the Racial Equity Strategic Plan should encompass the following priorities:

1. Provide ways for communities already engaged in making their service delivery systems more just and equitable from a racial equity lens to move this work forward, share resources with peers, and allow for them to broadcast their learning to other members of the MCTEH.
2. Provide a foundation for communities who have not yet begun to address racial disparities within their service delivery systems.
3. Provide the Michigan Interagency Council on Homelessness and the Michigan Homeless Policy Council with an understanding of how to transform the systems and structures they have in place to make them more just and equitable.
4. Provide funders affiliated with the MCTEH with an understanding of how they can advance racial equity work happening within this sphere and support it moving forward.
5. Provide guidance about how the MCTEH leadership can support this work.
6. Any other priorities that are identified and co-developed by the vendor and the MCTEH stakeholders.

B. Specific Tasks & Activities

Assessment Process

1. Plan, host, and facilitate needs assessments with organizations across the state. These assessments should include the following segments:
 - a. Persons with lived expertise
 - b. BIPOC communities
 - c. Frontline staff
 - d. CoC/LPB members
 - e. State Agencies
 - f. Philanthropic organizations

These assessments can be a combination of any and all data and material sources deemed useful (reviewing key documents, surveys, community conversations, etc.). Please note that sub-contracting with local agencies to conduct outreach with target populations is an

allowable activity.

Creation of the Racial Equity Strategic Plan

1. Using the data collected from the assessment process, the vendor will create a Racial Equity Strategic Plan that will transform the homeless service delivery system and the structures of the MCTEH through a racial equity lens.

Ongoing Engagement with MCTEH Stakeholders

1. The vendor will create an iterative process that allows for feedback from the MCTEH stakeholders. The vendor should plan to debrief with the MCTEH stakeholders after the completion of the assessment process and provide a written summary of the following:
 - a. Findings from the needs assessment that includes comments, feedback, suggestions, and any other relevant information.
2. The vendor should incorporate feedback sessions with the MCTEH stakeholders during the implementation of the strategic plan.

Implementation and Evaluation of the Racial Equity Strategic Plan

1. Upon the creation and approval of the Racial Equity Strategic Plan, the vendor will begin the implementation process.
2. The vendor will convene feedback sessions at least every 3 months with the MCTEH stakeholders, including people with lived experience, during the implementation of the Racial Equity Strategic Plan.
3. The vendor will create and conduct an evaluation of key indicators of success and challenges with the implementation of the Racial Equity Strategic Plan.

C. Deliverables

1. A Racial Equity Strategic Plan to transform the homeless service delivery system through a racial equity lens.
2. Racial Equity Strategic Planning workplan and timeline.
3. Outreach and engagement strategy, including related materials.
4. Implementation of the Racial Equity Strategic Plan.
5. Evaluation materials to track indicators of success and challenges.

D. Additional Information.

1. There are approximately 650 service providers currently utilizing the HMIS system in Michigan, with an additional number of privately funded agencies not participating in the system.
2. Michigan currently has 20 Continua of Care (CoC), with the Michigan Balance of State CoC encompassing 61 of Michigan's 83 counties.
3. The MCTEH currently has two primary governing bodies: the Michigan Interagency Council on Homelessness and the Michigan Homeless Policy Council.

**MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY
REQUEST FOR PROPOSALS**

EXHIBIT A

NOTICE TO BIDDERS

I. Notifications to Bidders

- A. Revisions to RFP.** If, prior to the proposal deadline, the Authority deems it necessary to provide additional clarifying information, or to revise any part of the RFP, supplements or revisions will be provided to all Bidders who have indicated they will submit a proposal. Proposals will then be evaluated based on the terms and conditions of the RFP, any supplements or revisions to the RFP, and the answers to any written questions.
- B. Organization Authorized to Transact Business in Michigan.** The Bidder must be either a Michigan entity (limited partnership, Limited Liability Company, for-profit corporation or non-profit corporation, etc.) or, if foreign, authorized to do business in the State of Michigan.

Proposals from Sole Proprietors Will Not be Accepted

Questions regarding specific requirements to transact business in the State of Michigan should be referred to or otherwise contact the Michigan Department of Licensing and Regulatory Affairs, Corporations, Securities & Commercial Licensing Bureau at:

http://www.michigan.gov/lara/0,4601,7-154-61343_35413---,00.html.

- C. Minimum Internet/Technological Capabilities.** The Bidder must have phone, internet, and e-mail access. Internet and e-mail access must be adequate to allow the Bidder to receive, download and upload data, files and attachments from Authority staff. (Current state standards are limited to a functional size of 20 MB).
- D. Limits on Liability & Indemnification.** The Bidder must review and acknowledge that the Authority will require the Bidder to satisfy the following requirements prior to the execution of a contract with the Authority. If the Bidder has objections, please provide an explanation with your proposal outlining the objection.

If awarded a contract, the Bidder agrees to:

1. Indemnify, defend and hold harmless the Authority, its Board, officers, employees and agents, from and against all losses, liabilities, penalties, fines, damages and claims (including taxes), and all related costs and expenses (including reasonable attorneys' fees and disbursements and costs of investigation, litigation, settlement, judgments, interest and penalties), arising from or in connection with any of the following:
 - a. any claim, demand, action, citation or legal proceeding against the Authority, its employees and agents arising out of or resulting from (1) the services provided ("Services") or (2) performance of the Services, duties,

responsibilities, actions or omissions of the Bidder or any of its subcontractors under an awarded contract.

- b. any claim, demand, action, citation or legal proceeding against the Authority, its employees and agents arising out of or resulting from a breach by the Bidder of any representation or warranty made by the Bidder in an awarded contract.
- c. any claim, demand, action, citation or legal proceeding against the Authority, its employees and agents arising out of or related to occurrences that the Bidder is required to insure against as provided for in an awarded contract.
- d. any claim, demand, action, citation or legal proceeding against the Authority, its employees and agents arising out of or resulting from the death or bodily injury of any person, or the damage, loss or destruction of any real or tangible personal property, in connection with the performance of services by the Bidder, by any of its subcontractors, by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable; provided, however, that this indemnification obligation shall not apply to the extent, if any, that such death, bodily injury or property damage is caused solely by the negligence or reckless or intentional wrongful conduct of the Authority.
- e. any claim, demand, action, citation or legal proceeding against the Authority, its employees and agents which results from an act or omission of the Bidder or any of its subcontractors in its or their capacity as an employer of a person.
- f. any action or proceeding threatened or brought against the Authority to the extent that such action or proceeding is based on a claim that any piece of equipment, software, commodity or service supplied by the Bidder or its subcontractors, or the operation of such equipment, software, commodity or service, or the use or reproduction of any documentation provided with such equipment, software, commodity or service infringes any United States or foreign patent, copyright, trade secret or other proprietary right of any person or entity, which right is enforceable under the laws of the United States.

E. Michigan Freedom of Information Act. All documents submitted to the Authority are subject to the Michigan Freedom of Information Act ("FOIA"). In the event a request for submitted documents is made to the Authority, the Authority's FOIA Coordinator will redact or withhold information and/or documents that are exempt from disclosure under FOIA. See *MCL 15.243 et seq.* Please note that any requests by non-MSHDA personnel to review proposals will be denied until the deadline for submission of the bids has expired. See *MCL 15.243(1)(i)*.

Please submit FOIA requests to the Authority as follows:

MSHDA FOIA Coordinator
c/o Legal Affairs
Email: MSHDA-FOIA@michigan.gov

F. Preferences. Michigan law accommodates some bidder preferences:

1. Michigan Based Business

All other things being equal, the state of Michigan must give preference to products manufactured or services offered by Michigan-based firms. See MCL Section 18.1261 (<http://legislature.mi.gov/doc.aspx?mcl-18-1261>) and Section 18.1268 (<http://legislature.mi.gov/doc.aspx?mcl-18-1268>).

2. Geographically-Disadvantaged Business

All other things being equal, the state of Michigan must give preference to products manufactured or services offered by a Geographically-Disadvantaged Business Enterprise. It is the goal of the State that 3% or more of contract payments each state fiscal year will be made to certified Geographically-Disadvantaged Business Enterprises by the 2022-23 fiscal year. See Executive Directive 2019-08 (https://www.michigan.gov/whitmer/0,9309,7387-90499_90704-486613--,00.html).

3. Qualified Service-Disabled Veteran-Owned Businesses

It is the goal of the State to award 5% of total state expenditures for construction, goods, and services to qualified service-disabled veteran-owned businesses. The State provides a 10% pricing preference for businesses owned by qualified-disabled veterans. See MCL Section 18.1241 (<http://legislature.mi.gov/doc.aspx?mcl-18-1241>) and Section 18.1261 (<http://legislature.mi.gov/doc.aspx?mcl-18-1261>).

G. Submissions Subsequent to Award. As part of an awarded contract, the selected contractor will be required to review and provide and/or acknowledge additional documents including but not limited to:

- W-9 Request for Taxpayer Identification Number and Certification.
- Proof of proper insurance coverage.
- Retiree Rehire Certificate, if necessary.

H. Insurance Coverage. The Bidder must maintain and provide evidence, satisfactory to the Authority, of the following minimum insurance coverage:

1. General Liability Insurance for \$1,000,000 with the Authority shown as additional insured;
2. Errors and Omissions Insurance for \$1,000,000 for each occurrence and \$1,000,000 annual aggregate;
3. Worker's Compensation Insurance (if required under state law). Any citing of a policy of insurance must include a listing of the States where that policy's coverage is applicable.
4. If required by the Authority, Cyber Security Insurance for \$1,000,000.

I. Payments to Pensioned Retirees. 2007 PA 95, MCL 38.68c requires retirees of the State Employees Retirement System ("Pensioned Retirees") who become employed by the State either directly or indirectly through a contractual arrangement with another party on or after October 1, 2007 to forfeit their respective state pensions for the

duration of their reemployment. **Accordingly, any pensioned retiree who provides or renders services pursuant to the contract for which bids will be made under this RFP shall be required to forfeit his or her pension during the term of the contract.**

Proposals must acknowledge and confirm whether pensioned retirees will render services under the contract being sought through this RFP. If the Bidder intends to use a pensioned retiree, the Bidder must submit written confirmation from the pensioned retiree that he or she agrees to forfeit his or her pension during the term of the contract, if awarded. If awarded a contract, the Bidder must submit a copy of the pensioned retiree's directions to the State of Michigan's Office of Retirement Services ("ORS") to withhold the retiree's pension payments until the end of the contract term by having the pensioned retiree complete a Retiree Rehire Certificate. A copy of the Retiree Rehire Certificate will be required to be submitted prior to executing an awarded contract.

- J. Contract Award Approvals.** Prior to executing an awarded contract, the Authority must seek and obtain Michigan Civil Service approval. The required forms will be submitted to Civil Service prior to the Authority's Board approval.

Contracts that equal or exceed \$45,000 must be approved by the Authority's Board. Thereafter, an awarded contract will be forwarded to the selected Bidder with instructions to review and sign it. Upon receiving the signed contract, the Authority's Procurement Office will submit the contract to a duly authorized signatory for final execution on behalf of the Authority. One fully executed contract will then be returned to the selected contractor.

- K. Commencement of Work.** Project work shall not commence until execution of a project contract. The selected contractor shall not proceed with performance of the project work or incurring of project costs until both parties have signed the project contract to show acceptance of its terms and conditions.
- L. Project Control.** The selected contractor will carry out this project under the direction and control of the Authority and its designated Contract Administrator.
- M. Applicable Laws.** The selected contractor will be required to comply with all Michigan and federal laws, as well as acquire any permits or permission-related documents to provide services being sought.

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**MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY
REQUEST FOR PROPOSAL**

EXHIBIT B

SUBMISSION & SELECTION

I. Submission of Questions

- To ensure a fair and impartial process, the Authority's Procurement Office will *only* address on time and properly submitted questions.
- Phone calls involving the RFP or related questions will not be accepted. Firms submitting bids shall not contact any Board members or Authority staff.
- All questions and answers related to this RFP will be supplied to Bidders that submitted questions, and/or to organizations providing the Procurement Office with notification of intent to submit a proposal.

A. Due Date. Submit all questions regarding the RFP via email by **July 12, 2021 at 4 p.m.** Eastern Time (Detroit). Submissions received at 4:01 p.m. are considered late and will not be considered further.

Responses to properly submitted questions will be posted on or around July 12, 2021. The Authority will hold no other question sessions or bidder's conferences.

B. Delivery of Proposal. Address questions using the subject line ***MCTEH Strategic Planning Services*** to:

MSHDA-Procurement@michigan.gov

Confirmation of Delivery. The Procurement Office will verify receipt of email and questions to the Bidder within 24 hours. If Bidder has not received verification, the Bidder should verify the email address provided above (i.e., no spaces; hyphen between "MSHDA" and "Procurement") and resubmit an email asking for verification.

II. Submission of Proposal

- Submitted proposals must respond to and address the tasks, activities, listed requirements and questions outlined in the Scope of Work of this RFP and its attached and incorporated exhibits.
- The Authority shall not be liable for any costs that a Bidder may incur while preparing a proposal.
- The Authority shall not be liable for any costs that a Bidder may incur prior to the complete execution of a contract.
- If the Authority enters into a contract, the Authority's consideration (payment) shall be limited to the term of the contract.

A. Due Date. Proposals responding to this RFP are due **July 26, 2021 at 4 p.m.** Eastern Time (Detroit). Submissions received at 4:01 p.m. are considered late and will not be considered further.

B. Originals and Copies. Submit **one (1) .pdf** version of a proposal via email outlining how the Bidder will provide the activities / services described in the Scope of Work.

C. Delivery of Proposal. Direct all deliveries to:

MSHDA-Procurement@michigan.gov

Confirmation of Delivery. The Procurement Office will verify receipt of email and proposal to the Bidder within 24 hours. If Bidder has not received verification, the Bidder should verify the email address provided above (i.e., no spaces; hyphen between “MSHDA” and “Procurement”) and resubmit an email asking for verification.

III. Selection of Proposal

The selection of a proposal shall be subject to a review by the Authority’s Legal Affairs Division concerning conflicts of interest and/or participation in Authority programs by the Bidder, its officers, employees, subcontractors or independent contractors.

A. Selection Criteria. The Authority will select the proposal based on Selection Criteria listed below:

Scoring Components	Criteria for Scoring	Awarded Points
Vendor’s Experience	<p>Experience with conducting racial equity work and provided examples of similar projects.</p> <p><i>Suggested scoring scale:</i> For maximum points (=20), application must strongly demonstrate the following qualities:</p> <p>15-20 points:</p> <ul style="list-style-type: none">• Clear description (backed with concrete examples) of experience/ expertise with creating Racial Equity Strategic Plans, or other work focusing on systemic transformation from a racial equity lens, that are aligned with what is proposed in the application.• If it is a joint application, role of each partner is clearly described and delineated.• Applicant agency has a strong management and coordination structure along with an adequate financial accounting system to administer the grant.• Demonstrates ability to engage with multiple stakeholders.	<p>____/20 points</p>

	<ul style="list-style-type: none"> • Vendor has a clear history (backed with concrete examples) of using a participatory research approach in previous projects. <p>10-14 points:</p> <ul style="list-style-type: none"> • Adequate description and demonstration of above criteria with good examples given to support content. <p>5-9 points:</p> <ul style="list-style-type: none"> • Above criteria are not fully or clearly met. Some attempt to provide examples but they are not always aligned with what is proposed in the application. <p>0-4 points:</p> <ul style="list-style-type: none"> • Lack of clarity in demonstration of most of stated criteria. No concrete examples were provided to support claims. • No clear role / responsibilities when it comes to joint applications. <p>Comments:</p>	
Racial Equity Embedded Within Vendor's Organization	<p>How well has the vendor's organization embraced equitable practices in its operations.</p> <p>Suggested scoring scale: For maximum points (=10), application must strongly demonstrate the following qualities:</p> <p>10-15 points:</p> <ul style="list-style-type: none"> • Clear description of how the organization has embraced active steps to increase racial equity within its functioning and structure (Mission/Vision Statements, Board adopted statements, DEI staff positions created, internal strategic planning efforts, etc.). • Diverse executive organizational leadership <p>5-9 points:</p> <ul style="list-style-type: none"> • Description and demonstration are limited to more passive efforts to embed race equity within the organization. (Only Mission/Vision statements, etc.) <p>0-4 points:</p> <ul style="list-style-type: none"> • Lack of clarity in demonstration of most of stated criteria. No concrete examples were provided to support claims. 	_____/15 points

	Comments:	
Outreach Efforts	<p>Adequacy of proposed outreach and engagement efforts to reach desired audiences.</p> <p>Suggested scoring scale: For maximum points (=10), application must strongly demonstrate the following qualities:</p> <p>15-20 points:</p> <ul style="list-style-type: none"> • Clear description and plan for engaging critical audiences in development and implementation of the plan (persons with lived expertise, BIPOC communities, frontline staff, CoC membership, state agencies, philanthropic organizations). • Outreach efforts are equitable and leverage best practices for engagement (reimbursement of participants for their time and expertise, etc.) <p>10-14 points:</p> <ul style="list-style-type: none"> • Adequate description and demonstration of above criteria but limited engagement and missing some of the target audiences. • Lack of equitable outreach efforts. <p>5-9 points:</p> <ul style="list-style-type: none"> • Above criteria are not fully or clearly met. Some attempt to provide examples but they are not always aligned with what is proposed in the application. <p>0-4 points:</p> <ul style="list-style-type: none"> • Lack of clarity in demonstration of most of stated criteria. No concrete examples were provided to support claims. <p>Comments:</p>	____/20 points
Assessment Process	<p>Adequacy of the proposed assessment process to incorporate multiple data sources.</p> <p>Suggested scoring scale: For maximum points (=20), application must strongly demonstrate the following qualities:</p> <p>15-20 points:</p> <ul style="list-style-type: none"> • Clear description (backed with concrete examples) of proposed quantitative data sources that the vendor would use in the assessment phase of the process (HMIS, eviction data, McKinney Vento data, rural vs urban dynamics, Census data). 	____/20 points

	<ul style="list-style-type: none"> • Clear description (backed with concrete examples) of the proposed qualitative methodology the vendor will use to collect data (focus groups, etc.) • Clear description (backed with concrete examples) of how the vendor will utilize a participatory research approach for the assessment phase of the process. <p>10-14 points:</p> <ul style="list-style-type: none"> • Adequate description and demonstration of above criteria with good examples given to support content. <p>5-9 points:</p> <ul style="list-style-type: none"> • Above criteria are not fully or clearly met. Some attempt to provide examples but they are not always aligned with what is proposed in the application. <p>0-4 points:</p> <ul style="list-style-type: none"> • Lack of clarity in demonstration of most of stated criteria. No concrete examples were provided to support claims. <p>Comments:</p>	
Implementation and Evaluation	<p>Adequacy of proposed implementation and evaluation process to identify key successes and challenges.</p> <p>Suggested scoring scale: For maximum points (=20), application must strongly demonstrate the following qualities:</p> <p>20-25 points:</p> <ul style="list-style-type: none"> • Clear description (backed with concrete examples) of how the vendor will convene feedback sessions at least every 3 months with the MCTEH stakeholders during the implementation of the strategic plan. • Clear description (backed with concrete examples) of how the vendor will create and conduct an evaluation of key indicators of success and challenges with the implementation of the strategic plan. • Clear description (backed with concrete examples) of how the vendor will utilize a participatory research approach for the implementation and evaluation phase of the process. <p>14-19 points:</p> <ul style="list-style-type: none"> • Adequate description and demonstration of above criteria with good examples given 	____/25 points

	<p>to support content.</p> <p>7-13 points:</p> <ul style="list-style-type: none"> Above criteria are not fully or clearly met. Some attempt to provide examples but they are not always aligned with what is proposed in the application. <p>0-6 points:</p> <ul style="list-style-type: none"> Lack of clarity in demonstration of most of stated criteria. No concrete examples were provided to support claims. <p>Comments:</p>	
	Total Possible	<u> </u> /100 points

Note: The Authority will utilize all Bidder information to determine the best value for the services sought, and is not obligated to accept the lowest price proposal.

B. Proposal Selection. The Authority's review may take up to four weeks after the closing date for submitting proposals. The selection and final notice of award will be contingent on approval by the Michigan Civil Service Commission and the Authority's Board.

C. Cancellation of Selected Proposal. The selection of a proposal by the Authority may be cancelled at any time prior to the complete execution of a contract. If the Authority cancels its selection of a proposal, the Authority may repost this or a similar RFP and re-seek proposals. Reasons for canceling the selected proposal may include, but are not limited to, the following:

1. Refusal of Department of Civil Service to process required forms.
2. Refusal of duly authorized Authority signatory to execute the contract.

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**MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY
REQUEST FOR PROPOSAL**

EXHIBIT C

PROPOSAL FORMAT

I. Overview

- Proposals must be submitted in the format described in this Exhibit C as outlined below.
- There should be no attachments, enclosures or exhibits other than those considered by the Bidder to be essential to a complete understanding of the proposal.
- Each section must be clearly identified with appropriate headings and/or table of contents.
- The proposal should be clear, accurate, and complete, with sufficient detail to enable the Authority to evaluate the services and methods proposed.

II. Headers and Contents

Proposals not including requested information may be viewed by the Authority as non-responsive and not considered further. Bidders are strongly encouraged to review their proposals prior to submission to ensure that all requested information is included.

A. Company Background Information.

1. Legal business name and address.
[Name]
[Street Address]
[City, State, Zip]
[Phone Number]
[Website address]
2. The type of entity (e.g., Michigan corporation, Michigan nonprofit corporation, Michigan limited liability company, foreign).
Note: Prior to contract execution, the selected contractor will be required to provide proof of authorization to conduct business in the State of Michigan.
3. Any applicable "Doing Business As" names.
4. Any branch office, or name and address of registered agent, if applicable.
5. Legal business name of any applicable parent company, and its address.
6. State your business is incorporated in.
7. Number of years in business and number of employees.

8. Has there been a recent change in the organizational structure (e.g., management team) or a change of control (merger or acquisition)?
(Yes / No)
If Yes, why and how has it affected your company?
9. Has your company ever been debarred, suspended, or otherwise disqualified from bidding, proposing, or contracting with any governmental entity, including the State?
(Yes / No)
If Yes, provide the date, governmental entity, and details surrounding the action.
10. Has your company ever been sued by the State of Michigan?
(Yes / No)
If Yes, provide the date, case caption, case number, and identify the court that the case was filed in.
11. Has your company ever sued the State of Michigan?
(Yes /No)
If Yes, provide the date, case caption, case number, and identify court that case was filed in.
12. Within the past five (5) years, has your company defaulted on a government contract, or been terminated for cause by any governmental entity, including the State?
(Yes / No)
If Yes, provide the date of action, contracting entity, type of contract, and details surrounding the termination or default.
13. Within the past five (5) years, has your company defaulted on a contract or been terminated for cause by any private entity in which similar service or products were being provided by your company?
(Yes / No)
If Yes, provide the date of action, contracting entity, type of contract, and details surrounding the termination or default.
14. Does your company have experience working with the State of Michigan?
(Yes / No)
If Yes, please provide a list (including the contract number) of the contracts you hold or have held with the State for the last 10 years.

B. Management and Personnel. Answer/Address the following:

1. **Authorized Signatory.** The Bidder must clearly identify the name and title of an official authorized to commit the Bidder to the terms and conditions of the proposal.
- a. Provide any resolution(s) authorizing the designated official as an approved signatory.
 - b. Proposal must include the statement of bid commitment, see Section H below, signed by the approved signatory.
2. **Officer and Management Summary.** Identify manager(s) and/or officer(s) who will manage the contract if it is awarded:

- a. Provide current contact information including the manager/officer name, title, mailing address, email address, and phone and fax numbers.
 - b. Provide their resumes or CVs.
 - c. List their responsibilities and the specific tasks each assigned officer/manager will carry out and the anticipated time frames for each task.
- 3. **Personnel Summary.** Identify proposed key project personnel, including job titles, responsible for performing the activities / services described in the Scope of Work.
- 4. **Submit a Certificate Verifying Project Personnel.** The form is found in Exhibit D, attached and incorporated into this RFP.
 - a. Confirm Whether Any Assigned Personnel Receive Pension Payments from the State of Michigan. Review Exhibit A, Section I.I above for important information regarding Pensioned Retirees.

C. Experience.

- 1. **Prior Experience of Bidder.** Indicate prior experience of your organization that you consider relevant to the successful accomplishment of the project described in this RFP.
 - a. Include sufficient detail to demonstrate the relevance of such experience.
 - b. Include descriptions of qualifying experience, including project descriptions, costs, and start/end dates of projects successfully completed.
 - c. Include the name, address, and telephone number of the responsible official of the client organization who may be contacted.
 - d. The Authority has identified the following qualifications that it believes are necessary for the successful performance and completion of the services described in the Scope of Work:
 - i. Experience providing strategic planning services;
 - ii. Experience facilitating group discussions of all sizes; and
 - iii. Have experienced personnel to perform the services, or have personnel supervised by experienced staff.
- 2. **Experience of Proposed Personnel Assigned to Provide Services.** The proposal should describe the education and experience of the personnel who will be assigned to provide the proposed services, including managers who may oversee work of personnel.
- 3. **Examples of Work.** The following example of recent work shall be submitted with the Bidder's proposal:
 - a. A strategic plan document developed as a result of a planning process similar to that defined in the Scope of Work; and/or
 - b. Documentation demonstrating a successful strategic planning process.
- 4. **Professional References.** Include professional references who can provide information regarding the Bidder's prior past performance.
- 5. **Additional Information and Comments.** Bidders are encouraged to add any other information that is believed to be pertinent but not specifically asked for

elsewhere. Should Bidder have additional information for the Scope of Work, please provide the reasoning for any such modifications.

D. Proposed Services.

- 1. How Services Will be Rendered.** Address and describe the process used to render the services and how the services will be rendered. This should be an overview of the methodology to be used, based on staff and time frames, to meet the project scope of work and complete the required services within the time frame of the project.
- 2. Use of Subcontractors.** If any work will be subcontracted, describe the following:
 - a. Work that will be subcontracted.
 - b. The process used to select the subcontractors.
 - c. The subcontractor's experience and expertise.
 - d. The names of the firms/individual(s) who will perform the subcontracted work.
 - e. How quality of service will be monitored and ensured.
- 3. Standards.** Describe or address the following:
 - a. The standards that the services will satisfy. (If standards of a professional association will be followed, identify the standards and the association.)
 - b. How quality of service will be monitored and ensured.
 - c. Whether "best practices" will be followed. (If applicable, identify the organization and/or document establishing such standards.)
- 4. Security of Data.** If the services to be rendered require the collection and/or use of confidential and/or personal data, confirm the following:
 - a. Has your organization established and used a policy to address the security of paper and electronic data?
(Yes / No)
If No, explain how your organization addresses the security of paper and electronic data.
(*Note: Please do not submit a copy of your security policy.*)
 - b. Does your policy address the removal of confidential and/or personal data from storage media? (For example, does your firm's policy include the removal or "wiping" of data from hard drives when a computer is no longer used?)
(Yes / No)
If No, explain how your organization handles confidential and/or personal data.
- 5. Copyrighted Materials.** Acknowledge and/or confirm the following:
 - a. You agree that any and all products produced as a result of this contract shall be the property of the Authority.
 - b. You agree that the Authority shall (a) hold a copyright on all materials or products produced under the contract and (b) be allowed to file for a copyright with the United States Copyright Office.
 - c. You acknowledge that submitted documents will not contain in part or whole copyrighted materials.

E. Price Proposal & Budget

- 1. Price Proposal.** All rates quoted in proposals submitted in response to this RFP will be a firm fixed price for the duration of the contract. No price changes will be permitted.

Proposals should reflect per diem rates in effect at the time of proposal submission. State per diem rates are subject to change during the term of an awarded contract. Rates for 2021 can be found here:

https://www.michigan.gov/documents/dtmb/FY2021_Rates_Jan_2021_002_711825_7.pdf

- 2. Budget.** Include in the proposal a line item budget identifying all expenses related to the work to be performed. By submitting the bid, the Bidder acknowledges that it bears the risk that its expenses may exceed the proposed amount. The budget should include applicable items, which may include the following:
 - a. Staff costs broken down by each individual staff person. Include # of hours, per hour rate, and work assignment.
 - b. Lodging costs (based on State of Michigan per diem rates). Description should include when and why lodging is needed.
 - c. Meal costs (based on State of Michigan per diem rates). Description should include when and why meals are needed.
 - d. Transportation costs (based on standard State of Michigan mileage rate). Description should include type and reason for transportation cost.
 - e. Costs of supplies and materials. Description should include items to be purchased and reason for purchase.
 - f. Other direct costs. Description should include items to be purchased and reason for purchase.
 - g. Total Budget.

F. Schedule/Timeline.

Include a timetable indicating how the project will be scheduled.

An estimated time and work schedule shall be provided as part of the bid and agreed to by the Authority before work begins. It is anticipated that the work will take a maximum of five (5) months to complete from date of notice to proceed until the delivery of the final completed product.

G. Disclosures.

- 1. Interests in Authority Programs.** Authority programs include, but are not limited to, the Housing Voucher Program, any loans where the Authority is the lender, and any grants made by or administered by the Authority.
 - a. Does the Bidder, its officers, board members, and employees respectively, have any interests in Authority programs?
(Yes / No)
If Yes, please provide their name, title, and the Authority program for which the interests exist.
 - b. If the Bidder intends to use independent contractors or subcontractors to render services, do the independent contractors or subcontractors and their

officers, board members, and employees respectively, have any interests in Authority programs?

(Yes / No)

If Yes, please provide their name, title, and the Authority program for which the interests exist.

2. Potential Conflicts of Interests. Potential conflicts of interest may arise from the Bidder's officers, employees, members, board members, independent contractors or subcontractors the Bidder will use to render services, if the organization enters into a contract with the Authority.

a. Is the Bidder currently under contract and/or been awarded a grant from the Authority?

(Yes / No)

If Yes, please confirm whether any potential conflict of interest will exist if the Authority enters into a contract with the Bidder.

b. Does the Bidder, its officers, board members, and employees, hold a position with another entity that may be under contract or receiving a grant from the Authority?

(Yes / No)

If Yes, include an organizational chart from each entity under contract or awarded a grant from the Authority in which the Bidder or project personnel holds a position. Include each employee's position and title within the entity. In addition, indicate whether the Bidder or the project personnel is responsible for making financial decisions in his/her capacity and what measures have been implemented to ensure that funds are not comingled.

THE AUTHORITY RESERVES THE RIGHT TO DEEM A BID NON-RESPONSIVE FOR FAILURE TO DISCLOSE A POTENTIAL CONFLICT OF INTEREST.

3. Family Members Who Work for Authority.

a. Does the Bidder, its officers, board members, and employees respectively, have family members who work for the Authority?

(Yes / No)

If Yes, please provide their name and the name of the family member currently employed at the Authority.

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H. Signature Clause to be Signed by Bidder's Authorized Signatory. Insert into the proposal and have the authorized signatory sign the following signature clause at the end of the proposal:

I confirm that I have submitted this proposal on behalf of

_____ in response to the
Michigan State Housing Development Authority's Request for Proposals for
MCTEH Strategic Planning Services.

I also confirm that I have read and understand the Authority's indemnification, copyright, data security and insurance requirements.

By: _____

Its: _____

Date: _____

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**MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY
REQUEST FOR PROPOSAL**

EXHIBIT D

PROJECT PERSONNEL

**CERTIFICATE VERIFYING PROJECT PERSONNEL OF THE
CONTRACTOR/SUBCONTRACTOR**

The Contractor/Subcontractor acknowledges that the following personnel are Project Personnel of the Contractor/Subcontractor:

(1) Name _____
(Print or type name above line)

Title with Contractor/Subcontractor _____

Is this person a retiree who receives a pension from the Michigan State Employees Retirement System? Yes _____/No _____

(2) Name _____
(Print or type name above line)

Title with Contractor/Subcontractor _____

Is the person a retiree who receives a pension from the Michigan State Employees Retirement System? Yes _____/No _____

(3) Name _____
(Print or type name above line)

Title with Contractor/Subcontractor _____

Is the person a retiree who receives a pension from the Michigan State Employees Retirement System? Yes _____/No _____

Name of Signatory for Contractor/Subcontractor:

Printed Name: _____
(Print or type name above line)

Its: _____

Signature: _____

Federal Identification Number: _____